

Appendix A: California Retail Green Power Products

Company	Product Name	Product Resource Mix	Sign-up and Participation Bonuses and Ancillary Products/Services	Actual Pricing Structure	Term of Agreement, Billing, Price Volatility	Estimated Price for Avg. Residential Customer*	Green-e Certified ?
Enron Energy Services	Earth Smart Power <i>product discontinued</i>	<ul style="list-style-type: none"> • 51% renewables, 49% large hydro • Early in 1998, 51% renewables was estimated to come from 50% geothermal and 1% biomass • Expected new wind to account for 25% of total product over time • It is not yet clear how the recent discontinuation of this product will impact its renewable energy, and especially new renewable, content 	<ul style="list-style-type: none"> • Energy audits (for a fee) • Metering services packages (for a fee) 	<ul style="list-style-type: none"> • 1¢/kWh more than 1998 utility tariffs 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated ESP billing • Pricing fixed for 2 years 	<ul style="list-style-type: none"> • 1.0¢/kWh premium over 1998 utility rates • 9.06% increase over 1998 utility rates • \$5.5/month premium 	yes
Green Mountain Energy Resources	Wind for the Future	<ul style="list-style-type: none"> • At least 75% renewables (including no less than 10% new wind), no more than 15% large hydro, no more than 10% California system power • Before wind comes on line, 75% renewables comes from small hydro, biomass, and geothermal • New wind expected in 12/98 - 11/99 • One wind turbine in Wyoming for every 3,000 customers, limited to 3 turbines 	<ul style="list-style-type: none"> • Beeswax candles • \$25 or \$10 off 13th electric bill depending on offer • Music CDs • Fleece vests (one-time offer) • Ecocredits 	<ul style="list-style-type: none"> • CA PX price plus 2.1¢/kWh 	<ul style="list-style-type: none"> • 3 year contract • \$25 early termination fee • Dual billing • Pricing fixed for 3 years 	<ul style="list-style-type: none"> • 2.1¢/kWh premium over 1998 utility rates • 19.02% increase over 1998 utility rates • \$11.55/month premium 	yes
Green Mountain Energy Resources	75% Renewable Product	<ul style="list-style-type: none"> • At least 75% renewables, no more than 15% large hydro, no more than 10% California system power • 75% renewables comes from small hydro, biomass, and geothermal 	<ul style="list-style-type: none"> • Beeswax candles • \$25 or \$10 off 13th bill depending on offer • Music CDs • Fleece vests (one-time offer) • Ecocredits 	<ul style="list-style-type: none"> • CA PX price plus 1.2¢/kWh 	<ul style="list-style-type: none"> • 1 year term of agreement • No early termination fee • Dual billing • Pricing fixed for 1 year 	<ul style="list-style-type: none"> • 1.2¢/kWh premium over 1998 utility rates • 10.87% increase over 1998 utility rates • \$6.60/month premium 	yes

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Green Mountain Energy Resources	Water Power	<ul style="list-style-type: none"> At least 90% large hydro, no more than 10% California system power 	<ul style="list-style-type: none"> Beeswax candles \$25 or \$10 off 13th electric bill depending on offer Music CDs Fleece vests (one-time offer) Ecocredits 	<ul style="list-style-type: none"> CA PX price plus 0.975¢/kWh 	<ul style="list-style-type: none"> 1 year term of agreement No early termination fee Dual billing Pricing fixed for 1 year 	<ul style="list-style-type: none"> 0.975¢/kWh premium over 1998 utility rates 8.83% increase over 1998 utility rates \$5.36/month premium 	no
Edison Source	EarthSource 50	<ul style="list-style-type: none"> 50% renewables, 50% California system power Not committing to supply renewables portion from specific resources, but will include small hydro and probably a mix of other renewable resources In future, may include some new solar power 	<ul style="list-style-type: none"> \$2,500 Tournament of Roses sweepstakes if sign up before Dec. 23 2 weeks free electric service (only generation charges) 1 week free for each customer you refer that signs-up 	<ul style="list-style-type: none"> Same price as 1997 utility tariffs in baseline usage 2.5% higher price than 1997 utility tariffs for electric use that exceeds baseline 	<ul style="list-style-type: none"> No contract No early termination fee Consolidated ESP billing Pricing fixed for 1998 	<ul style="list-style-type: none"> 1.36¢/kWh premium over 1998 utility rates 12.3% increase over 1998 utility rates \$7.47/month premium 	yes
Edison Source	Earthsource 100	<ul style="list-style-type: none"> 100% renewables Not committing to supply renewables from specific resources, but will include small hydro and probably a mix of other renewable resources In future, may include some new solar power 	<ul style="list-style-type: none"> \$2,500 Tournament of Roses sweepstakes if sign up before Dec. 23 2 weeks free electric service (only generation charges) 1 week free for each customer you refer that signs-up 	<ul style="list-style-type: none"> 15% higher price than 1997 utility tariffs 	<ul style="list-style-type: none"> No contract No early termination fee Consolidated ESP billing Pricing fixed for 1998 	<ul style="list-style-type: none"> 3.07¢/kWh premium over 1998 utility rates 27.8% increase over 1998 utility rates \$16.89/month premium 	yes
PG&E Energy Services	Clean Choice 20	<ul style="list-style-type: none"> 20% renewables (including 5% new renewables), 80% large hydro New renewables expected 3/99-9/99 Not committing to supply existing or new renewables from specific types of renewable resources 	<ul style="list-style-type: none"> none 	<ul style="list-style-type: none"> \$2.95/month fixed fee CA PX price plus 0.171¢/kWh 	<ul style="list-style-type: none"> No contract No early termination fee Consolidated ESP billing Pricing fixed until 6/2000 	<ul style="list-style-type: none"> 0.71¢/kWh premium over 1998 utility rates 6.4% increase over 1998 utility rates \$3.89/month premium 	no

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PG&E Energy Services	Clean Choice 50	<ul style="list-style-type: none"> • 50% renewables (including 12.5% new renewables), 50% large hydro • New renewables expected 3/99-9/99 • Not committing to supply existing or new renewables from specific types of renewable resources 	<ul style="list-style-type: none"> • none 	<ul style="list-style-type: none"> • \$2.95/month fixed fee • CA PX price plus 1.089¢/kWh 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated ESP billing • Pricing fixed until 6/2000 	<ul style="list-style-type: none"> • 1.63¢/kWh premium over 1998 utility rates • 14.7% increase over 1998 utility rates • \$8.94/month premium 	yes
PG&E Energy Services	Clean Choice 100	<ul style="list-style-type: none"> • 100% renewables (including 25% new renewables) • New renewables expected 3/99-9/99 • Not committing to supply existing or new renewables from specific types of renewable resources 	<ul style="list-style-type: none"> • none 	<ul style="list-style-type: none"> • \$2.95/month fixed fee • CA PX price plus 1.754¢/kWh 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated ESP billing • Pricing fixed until 6/2000 	<ul style="list-style-type: none"> • 2.29¢/kWh premium over 1998 utility rates • 20.7% increase over 1998 utility rates • \$12.60/month premium 	yes
cleen 'n green	green 100	<ul style="list-style-type: none"> • 100% in-state renewables • Not committing to supply renewables from specific resources, but will include geothermal and landfill gas • Plans to include some new renewables in future 	<ul style="list-style-type: none"> • \$25 off 13th electric bill • Small promotional items 	<ul style="list-style-type: none"> • 13.9¢/day fixed fee • CA PX price plus 1.86¢/kWh 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated UDC billing • Price fixed for 1 year 	<ul style="list-style-type: none"> • 2.63¢/kWh premium over 1998 utility rates • 23.81% increase over 1998 utility rates • \$14.46/month premium 	no
cleen 'n green	green 50	<ul style="list-style-type: none"> • 50% in-state renewables, 50% in-state large hydro and natural gas • Not committing to supply renewables from specific resources, but will include geothermal and landfill gas • Non-renewables come primarily from large hydro but also includes natural gas • Plans to include some new renewables in future 	<ul style="list-style-type: none"> • \$25 off 13th electric bill • Small promotional items 	<ul style="list-style-type: none"> • 13.9¢/day fixed fee • CA PX price plus 0.93¢/kWh 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated UDC billing • Price fixed for 1 year 	<ul style="list-style-type: none"> • 1.70¢/kWh premium over 1998 utility rates • 15.39% increase over 1998 utility rates • \$9.35/month premium 	no
cleen 'n green	cleen 100	<ul style="list-style-type: none"> • 100% in-state large hydro and natural gas • Mostly large hydro with some natural gas 	<ul style="list-style-type: none"> • \$25 off 13th electric bill • Small promotional items 	<ul style="list-style-type: none"> • 13.9¢/day fixed fee • CA PX price 	<ul style="list-style-type: none"> • No contract • No early termination fee • Consolidated UDC billing • Price fixed for 1 year 	<ul style="list-style-type: none"> • 0.77¢/kWh premium over 1998 utility rates • 7.0% increase over 1998 utility rates • \$4.23/month premium 	no

Notes: * The following assumptions were used make these estimated price calculations: (1) PG&E 1997 rates of 11.589 ¢/kWh (baseline, Tier I) and 13.321 ¢/kWh (Tier II); (2) 1998 PG&E rates are 10% lower than 1997 rates; (3) average residential electric use = 6,600 kWh/year; (4) baseline (Tier I) quantities apply up to 11 kWh/day year-round. Actual prices and premiums may vary with total electricity use, PX price, utility service territory, county, etc.